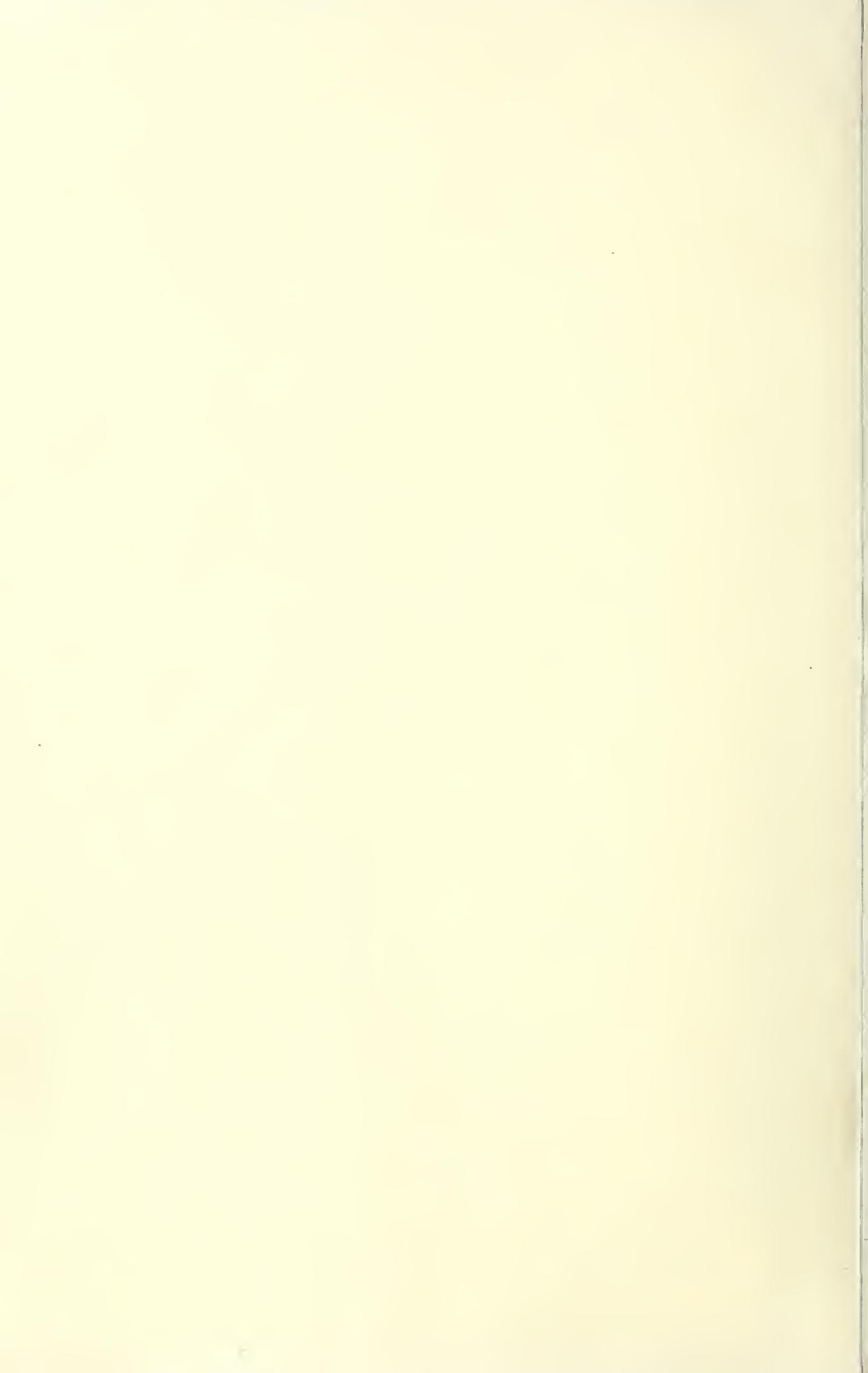


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“Summer and Autumn Planning and Planting”

August and September are the Most Successful Months for Planting Rhododendrons and Specimen Evergreens and Azaleas

A Price List of KELSEY'S Specimen Evergreens, Rhododendrons and Azaleas at Boxford Nursery

When August Comes Rhododendrons, Azaleas, The Mountain Laurel, Leucothœ, Andromeda and the conifers such as Hemlocks, Pines, Firs, Spruces, Junipers, etc., have made their annual top growth, which is by now fairly well ripened up, and during August and September the *energy of the plant is devoted to ROOT GROWTH*, preparing it for the succeeding year's round of flower, fruit and top growth.

Almost a Year's Growth May Be Earned by August and September planting over waiting till spring, for the plant becomes well established with its root system in the new location, and the proper physical contact with the soil insured; *there is no check in growth* the next season as is almost always the case in Spring Planting, when it takes a long time for the Evergreen to “get ready” for its season's business.

Spring Planting is All Right if properly done, yet under the best of conditions the results do not equal those of planting done the *previous* AUGUST and SEPTEMBER, and you get the benefit of the landscape effect six to eight months in advance.

At The Summer Home August and September are the ideal months for Evergreen planting. It is often inconvenient or even impossible to get away in the busy spring months, while in late summer the matter may be handled conveniently and with pleasure during vacation, and you see the planting being done.

Cost. The cheapest is rarely the best *or least expensive*. Cheap planting usually means careless planting and a poor grade of plants. At Boxford Nursery all specimen Rhododendrons, Mountain Laurel, Hemlocks, and other Evergreens are dug with heavy BALLS, and if desired delivered by auto truck and planted by experts. To properly grow “specimen” stock costs in time, labor and land, but it is the only way to get real results.

Visit Boxford Nursery, East Boxford P. O., Mass., and see how we grow beautiful “specimen” trees and shrubs. All roads lead to Boxford Nursery and they are nearly all fine automobile roads; trains on the Georgetown Branch of the Boston and Maine Railroad stop at Boxford Station, five minutes walk from Boxford Nursery. Mr. Kelsey will be glad to meet prospective customers at the Nursery by appointment, while the Superintendent is always on the grounds.

Distance to Boxford Nursery by auto. From Boston 28 miles; Newburyport 7 miles; Haverhill 7 miles; North Andover 5 miles; Lawrence 8 miles; Manchester 16 miles; Gloucester 22 miles; Rockport 26 miles; Marblehead 15 miles; Salem 13 miles; Topsfield 3 miles; Lynn 17 miles; Portsmouth, N. H. 30 miles; Ipswich 6 miles.

Telephones. Topsfield 17-2, 17-3, 17-4 or Main Office, Salem 820.

Landscape Department. Visits may be arranged with Mr. Kelsey for consultation and advice, to make surveys, designing and planting plans. Entire construction, planting and carrying out of landscape work of all kinds undertaken, and charges will be found reasonable and consistent with the best workmanship and permanent results. Please address communications to Salem office for prompt results.

Boxford Nursery
Specimen Evergreens
Hardy American Plants
East Boxford P. O. Mass.

Harlan P. Kelsey, Owner
Hawthorne Building, opposite Station
Salem, Massachusetts

Send for “The Successful Rhododendron Bed”

August and September Planting

The Wild Garden. The basis of all the best landscape work of a permanent nature must be Native Plants and particularly where naturalistic effects are desired. If this fact be ignored, tame and fleeting results will follow. I make a specialty of *Wild Gardens*, and my long experience is here of greatest value. Every garden or estate has its own peculiar problems, and a discussion of details may prove helpful in unexpected ways.

Lilies, Trilliums and Other Bulbs. These should be planted from August to November. We grow them by thousands for use in Rhododendron plantings, and for gardens, borders and woodlands.

Hardy Native American Plants. The largest and best collections of Native Plants in existence. This has been a specialty for 25 years and there is hardly a large estate or park in America that has not used stock from my Nurseries either directly or indirectly, for the leading Nurseries are my customers.

Send For Catalog. Full priced catalog mailed on request, and especially you should have "The Successful Rhododendron Bed."

Specimen Rhododendrons, Kalmias, Andromedas and Azaleas For Immediate Effect

"The Successful Rhododendron Bed" gives full descriptions of these beautiful broad-leaved Evergreens.

The Hardy Native American Rhododendrons are incomparably the best for general planting. At Boxford Nursery we have thousands of specimens from one foot up to heavy clumps 5 feet high for immediate effect and are ready for August and September planting.

The varieties are **carolinianum**, clear pink, **catawbiense**, bright red-purple and **maximum**, white, blooming in July the latest of all.

Rhododendron Hybrids we have in most of the hardiest varieties, as well as **R. laetevirens**, small clear pink flowers in masses, and **myrtifolium**, quite similar but of very compact growth.

American Hardy Azaleas. The finest Azaleas in the world for permanent planting under American conditions are native species including **A. arborescens**, **A. vaseyi**, **A. lutea** (calendulacea), the great flame-colored Azalea; **A. nudiflora**, **A. viscosa**, and **A. canescens**. Also Ghent and mollis Azaleas in many shades of color.

I have a stock of thousands of the finest plants in all sizes that will give immediate effect. It should be remembered that Azaleas play a very important part in the making of a permanent Rhododendron bed, but care must be used to avoid clashing colors. I shall be glad to make up proper combinations for my customers.

Fine clumps full of buds may readily be planted in August and September, as well as many other ericaceae. The Azaleas are deciduous.

Kalmia, (Mountain Laurel) **Leucothoe**, **Pieris** (Andromeda) **floribunda**, **Leiophyllum** (Mountain Heath) **Euonymus** and other broad-leaved evergreens transplant perfectly in August and September and are described in "The Successful Rhododendron Bed."

Specimen Conifers—The Firs

Abies concolor. White Fir. Perhaps the most striking appearance of our American Firs, with soft and dense silver foliage. Splendid specimens up to 16 feet.

Abies fraseri. A distinct species from the highest peaks of the Carolina mountains; makes a perfect specimen lawn and screen tree, with dark green, thick-set foliage (blue underneath) and compact, pyramidal habit. It is one of the choicest of all American conifers of the Fir section, not to be compared with the northern species, **Abies balsamea**, which is almost worthless in any but the latitude of middle and northern Maine, as it becomes "leggy," thin, and is short-lived. An unusually fine lot of this splendid Fir. The attention of nurserymen is particularly called to **A. fraseri** as the best Fir of this type that is grown in this country. The sizes listed are especially bushy and well-rooted. It seems perfectly at home in the South, thriving where few other evergreens of this class can be grown with success. There are few evergreens we can recommend so highly.

Abies homolepis (brachyphylla) and **A. veitchi** are two of the choicest and most striking of all the Firs as specimen lawn trees.

The Junipers or American Cedars

Juniperus virginiana. Red Cedar. This is a specialty at my Boxford Nursery and specimens can be supplied up to 25 feet in height, transplanted and with large balls. There is no Evergreen more characteristic of our New England landscape and for immediate and permanent effect nothing will take the place of the Red Cedar. The variety **glauca** has bright silver foliage.

Juniperus communis depressa. Prostrate Juniper or Savin. This varies from the closely prostrate form to an erect type 3 to 4 feet in height. It is the finest evergreen ground cover of our New England hills, and thrives in the poorest sandy soils and exposed locations. Single specimens often reach 20 feet in diameter and we can supply them from 1 foot to 12 feet diameter with heavy balls.

Other Junipers. Splendid specimens of **sabina**, **schottii**, **pfitzeriana**, and **chinensis procumbens**.

The Spruces

Picea pungens Perhaps the best known is the famous **Picea pungens** or Colorado Spruce, varying from the type which is bright green to the deep blue Koster's variety of which we have over a thousand specimens.

Picea alba. White Spruce, **P. mariana**, Black Spruce, **P. stachyramphus**, Sitka Spruce, **P. orientalis** and others are all good. Splendid specimens at suitable prices.

The Pines

A splendid stock of over 100,000 Pines, in specimen stock from seedlings up to 16 feet, including White, Scotch and Austrian Pines, **Pinus densiflora**, **cembra**, **banksiana**, **flexilis**, **montana**, **mughus**, **ponderosa**, **resinosa**, **rigida** and others. Visit Boxford Nursery and see them—you will find it worth while.

Other Evergreens

Douglas Spruce (*Pseudotsuga taxifolia*), Yews (*Taxus*); Arborvitae (*Thuya*) etc. in many varieties, sizes and prices.

The Hemlocks

Tsuga canadensis. Canadian Hemlock. A stock of specimens in all sizes up to 12 feet.

Tsuga caroliniana. Carolina Hemlock. This grand new species is now universally accepted as the "Queen of American Evergreens." Introduced by Mr. Kelsey in 1884, it has become known to tree-lovers as the most distinctive and graceful of all conifers which are hardy throughout the entire United States.

Its dense, dark foliage, sweeping, semi-pendulous branches, and eventually pyramidal form combine to give a charm not found in any other evergreen known to cultivation. It is much hardier and more adaptable to city atmospheres than its plainer sister, the Canadian Hemlock, and will also thrive in southern latitudes where the latter becomes thin, yellow and unsightly.

It is the "coming Evergreen" for the finest landscape plantings, either as single specimens or for mass effects and backgrounds.

Professor Sargent's Opinion

After the disastrous spring and winter of 1917-18, Prof. C. S. Sargent, Director of Arnold Arboretum, says of this tree: "Numerous specimens of the Carolina Hemlock (*Tsuga caroliniana*) have been uninjured by the cold and drought of the year. This is one of the handsomest of all cone-bearing trees which can be grown in this part of the country." And again, in November 10, 1919, Bulletin of the Arnold Arboretum: "The handsomest of the Hemlocks which can be grown in Massachusetts and now one of the most beautiful trees in the Arboretum is a native of the southern Appalachian mountains, *Tsuga caroliniana*.

PRICE LIST

Specimen Conifers, Azaleas, Rhododendrons, Kalmias and Other Evergreens for August and September Planting

We have hundreds of extra selected specimens of conifers. Prices according to selection

	Each	10	100		Each	10	100		Each	10	100
<i>Abies arizonica</i> . Silver Cork Fir				<i>Juniperus japonica aurea</i>				<i>engelmanni</i> . Engelmann Spruce			
6 to 7 ft.	\$10.00			2 to 3 ft.	\$3.50			6 to 9 in.	.40	3.00	20.00
8 to 10 ft.	15.00			3 to 4 ft.	4.50			9 to 12 in.	.50	4.00	30.00
<i>concolor</i> . White Fir				<i>sabina</i> . Savin Juniper				12 to 18 in.	1.00	8.00	60.00
12 to 18 in.	1.00	8.00	70.00	2 to 3 ft.	3.00			18 to 24 in.	1.50	12.00	
18 to 24 in.	2.00	18.00		3 to 4 ft.	4.50	40.00		<i>excelsa</i> . Norway Spruce			
2 to 3 ft.	3.25	30.00		4 to 5 ft.	7.00	60.00		2 to 3 ft.	1.00	8.00	
3 to 4 ft.	4.50			<i>sabina tamariscifolia</i> . Grey Carpet Juniper				3 to 4 ft.	1.50	12.00	
4 to 5 ft.	7.00			2 to 3 ft.	3.50	32.00		<i>orientalis</i> . Oriental Spruce			
5 to 16 ft.				3 to 4 ft.	5.00	44.00		3 to 4 ft.	6.00		
specimens \$8.00 to \$125.00				<i>scopulorum</i>				4 to 6 ft.		10.00	
<i>fraseri</i> . Fraser's Fir				6 to 9 in.	.60	5.00		<i>pungens</i> . Green Colorado Spruce			
2 to 3 ft.	1.50	12.00		9 to 12 in.	1.00	8.00		12 to 18 in.	1.00	8.00	70.00
3 to 4 ft.	2.50	22.00	200.00	<i>squamata</i>				18 to 24 in.	1.50	12.00	
4 to 5 ft.	3.50	32.00	300.00	12 to 18 in.	2.00			2 to 3 ft.	2.50	22.00	
5 to 6 ft.	5.00	40.00	360.00	<i>virginiana</i> . Red Cedar				3 to 4 ft.	4.00	36.00	
6 to 8 ft.	7.00	64.00	600.00	12 to 18 in.	.60	5.00	40.00	4 to 5 ft.	5.00	44.00	
9 to 16 ft.				18 to 24 in.	1.00	8.00	76.00	5 to 6 ft.	7.00	64.00	
specimens \$8.00 to \$40.00				2 to 3 ft.	1.50	12.00	100.00	6 to 7 ft.		9.00	80.00
<i>homolepis</i>				3 to 4 ft.	2.50	22.00		7 to 15 ft.			
12 to 18 in.	1.75	16.00		4 to 5 ft.	3.50	30.00		specimens \$10.00 to \$50.00			
18 to 24 in.	3.00	28.00		5 to 6 ft.	5.00	40.00					
2 to 3 ft.	5.00	44.00		6 to 7 ft.	7.00	64.00					
4 to 8 ft.				7 to 8 ft.	10.00	90.00					
specimens \$8.00 to \$25.00				8 to 9 ft.	12.50	112.00					
<i>homolepis umbellata</i>				9 to 10 ft.	15.00	140.00					
6 to 12 ft. specimens \$12.00 to \$25.00				10 to 12 ft.	18.00	170.00					
<i>pectinata</i>				12 to 14 ft.	25.00	220.00					
12 to 18 in.	3.00			14 to 16 ft.	30.00	280.00					
<i>veitchii</i>				Larger sizes at special prices.							
9 to 12 in.	2.00	18.00		<i>virginiana cannartii</i>							
2 to 3 ft.	6.00			12 to 18 in.	1.25						
3 to 4 ft.	8.00			<i>virginiana elegantissima</i>							
5 to 16 ft.				4 to 5 ft.	7.00						
specimens \$10.00 to \$60.00				5 to 6 ft.	9.00						
<i>Andromeda polifolia</i>				<i>virginiana glauca</i> . Blue Virginia Cedar							
6 to 12 in.	.50	4.40	40.00	2 to 3 ft.	2.50	22.00					
<i>Arctostaphylos uva-ursi</i> . Bearberry				3 to 4 ft.	3.50	30.00					
2 year pots	80	7.60	60.00	4 to 5 ft.	5.00						
<i>Calluna humosa</i> . Heather				5 to 6 ft.	7.50	70.00					
6 to 9 in.	.75	6.00		<i>virginiana globosa</i> . Dwarf Juniper							
<i>vulgaris</i>				18 to 24 in.	3.50						
9 to 12 in.	.75	6.00		<i>virginiana schottii</i>							
12 to 18 in.	1.00	8.00		18 to 24 in.	2.00	18.00					
<i>Chamaecyparis (Retinispora) obtusa</i>				2 to 3 ft.	2.75	24.00					
6 to 9 in.	.50	4.00	30.00	3 to 4 ft.	3.50	32.00					
9 to 12 in.	.75	6.00	50.00	<i>Kalmia angustifolia</i> . Dwarf Laurel							
12 to 18 in.	1.50	12.00		6 to 12 in.	.50	4.00					
<i>obtusa nana</i>				<i>latifolia</i> . The Mountain Laurel							
9 to 12 in.	2.00			9 to 12 in. clumps	1.25	10.00	90.00				
12 to 18 in.	3.00			12 to 18 in. clumps	1.75	16.00	144.00				
2 to 2 1/2 ft.	6.00			18 to 24 in. clumps	3.00	28.00	240.00				
<i>pisifera</i>				2 to 3 ft. clumps	4.00	36.00	340.00				
3 to 4 ft.	2.50			3 to 4 ft. clumps	5.50	50.00					
4 to 5 ft.	3.50			<i>latifolia</i> . Pink variety							
5 to 6 ft.	5.00			at double prices of ordinary color							
<i>Chamaedaphne calyculata</i> . Leather Leaf				<i>Leiophyllum buxifolium</i> . Sand Myrtle							
12 to 18 in.	.60	5.00		2 to 4 in. spread	.30	2.40					
<i>Daphne cneorum</i>				9 to 12 in. spread	.50	4.00					
6 to 9 in.	.60	5.00	40.00	12 to 18 in. spread	.65	6.00					
<i>Erica carnea</i> . Heath				<i>prostratum</i> . Mountain Heath							
6 to 9 in.	.75	6.00		3 to 6 in. spread	.50	4.00					
<i>Ilex glabra</i> . Inkberry				<i>Leucothoe catesbaei</i> . Leucothoe							
1 to 2 ft. clumps	2.00			9 to 12 in.	.50	4.40	32.00				
<i>Juniperus chinensis pfitzeriana</i>				12 to 18 in. clumps	1.00	8.60	80.00				
9 to 12 in.	2.00			18 to 24 in. clumps	1.50	14.00	120.00				
1 to 2 ft.	3.50			2 to 3 ft. clumps	2.25	20.00	192.00				
2 to 3 ft.	4.50			2 to 3 ft. extra clumps	3.50	30.00					
3 to 4 ft.	8.00			<i>Pachistima canbyi</i>							
<i>chinensis procumbens</i>				3 to 6 in.	.50	4.40					
2 to 3 ft.	2.00			<i>Pachysandra terminalis</i>							
<i>communis aurea</i>				3 to 6 in.	.25	1.80	16.00				
2 to 3 ft.	3.50			<i>Picea alcockiana</i> . Alecock Spruce							
3 to 4 ft.	4.50			3 to 4 ft.	4.00						
4 to 5 ft.	6.00			4 to 5 ft.	5.00						
<i>communis depressa</i> . Prostrate Juniper				<i>canadensis (alba)</i> . White Spruce							
12 to 18 in.	.75	6.00	50.00	3 to 4 ft.	2.50	22.00					
18 to 24 in.	1.50	12.00	120.00	4 to 5 ft.	3.50	32.00					
2 to 3 ft.	2.50	20.00	180.00	5 to 6 ft.	5.00	44.00					
3 to 4 ft.	3.50	32.00	300.00	6 to 7 ft.	8.00	76.00					
4 to 5 ft.	5.00	44.00	420.00	7 to 8 ft.	10.00	90.00					
				8 to 9 ft.	12.00	112.00					
				9 to 10 ft.	15.00	140.00					
				10 to 12 ft.	20.00	180.00					
				12 to 14 ft.	25.00	220.00					
				14 to 16 ft.	30.00	300.00					
				<i>Pinus aristata</i> . Foxtail Pine							
				18 to 24 in.							
				<i>Pinus nigra austriaca</i> . Austrian Pine							
				18 to 24 in.	1.00	8.00	76.00				
				2 to 3 ft.	1.75	16.00	130.00				
				3 to 4 ft.	3.00	28.00	250.00				
				4 to 5 ft.	4.50	40.00	440.00				
				6 to 8 ft.	8.00	70.00	550.00				
				<i>flexilis</i> . Limber Pine							
				18 to 24 in.	1.00	8.00	60.00				
				2 to 3 ft.	2.00	18.00	150.00				
				3 to 4 ft.	3.00						
				4 to 5 ft.	5.00						
				5 to 6 ft.	7.00						
				<i>montana</i> . Swiss Mountain Pine							
				18 to 24 in.	2.00	18.00	160.00				
				2 to 3 ft.	4.00	36.00	300.00				
				3 to 4 ft.	6.00	50.00					
				<i>montana mugus</i> . Mugho Pine							
				12 to 18 in. spread	1.25	10.00	80.00				
				18 to 24 in. spread	2.00	18.00	150.00				
				2 to 3 ft. spread	4.00	36.00	300.00				
				3 to 4 ft. spread	7.00	64.00	550.00				
				<i>ponderosa</i> . Bull Pine							
				1 to 2 ft.	1.00	6.00	48.00				
				2 to 3 ft.	2.00	18.00	150.00				
				3 to 4 ft.	4.00	36.00					
				4 to 5 ft.	6.00	50.00					
				5 to 6 ft.	8.00	70.00					
				6 to 8 ft.	10.00	90.00					

NOTE: Special selection is always charged at special prices, but we send out no poor stock and all excepting the very smallest sizes, is lifted with a "ball." All is transplanted, *specimen* grown.

BURLAPPING: This specimen stock, at least over 1 foot in size should be burlapped. This is charged at cost excepting single plants as quoted above.

PRICES are at Boxford Nursery. Auto Truck delivery is recommended and is charged at reasonable rates. Prices are net and abrogate all previous quotations, and are subject to change without notice. A complete priced catalog sent on request.

HARLAN P. KELSEY, Owner, Boxford Nursery

**Main Office, Hawthorne Building, Opposite B. & M. Station, SALEM, MASSACHUSETTS. Telephone 820
Telephone Topsfield 17-2, 17-3 and 17-4**